

WAIS, Inc.
Income Statement for the Month of August 1994
9/23/94

Month of August				2 Months Year to Date		
Actual	Budget	Better (Worse)		Actual	Budget	Better (Worse)
			REVENUE			
\$163,750	\$111,111	\$52,639	Products	\$292,812	\$222,222	\$70,590
\$1,237		1,237	Government Contract	1,237		1,237
20,000	34,000	(14,000)	Production Services	80,000	109,000	(29,000)
		-	International			-
184,987	145,111	39,876	Total Revenue	374,049	331,222	42,827
184,987	145,111	39,876	GROSS MARGIN	\$374,049	\$331,222	42,827
2,678	26,036	23,358	Marketing & Sales	12,689	\$49,992	37,303
812	18,625	17,813	Production Services	13,848	\$44,250	30,402
20,545	28,130	7,585	Development	39,901	\$54,677	14,776
37,237	36,560	(677)	G&A	52,668	\$79,121	26,453
61,272	109,351	48,079	Total Expenses	119,106	228,040	108,934
123,715	35,760	87,955	Net Operating Income(Loss)	254,943	103,182	151,761
354	-	354	Interest Income (Expense)	696		696
124,069	35,760	88,309	Pretax Income(Loss)	255,639	103,182	152,457
54,590	14,304	(40,286)	Income Taxes	112,481	41,273	(71,208)
\$69,479	\$21,456	\$48,023	NET INCOME(LOSS)	\$143,158	\$61,909	\$81,249

WAIS, Inc.
August 31, 1994 Balance Sheet
9/23/94

	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>
<i>Current Assets</i>			
Cash	\$201,451	\$183,924	\$17,527
Accounts Receivable	225,500	72,556	152,944
Deposits & Prepaids	2,395	5,876	(3,481)
<u>Total Current Assets</u>	<u>429,346</u>	<u>262,356</u>	<u>166,990</u>
<i>Fixed Assets</i>			
Furniture	4,741	4,741	-
Equipment & Software	95,621	89,276	6,345
Production Services	3,301	3,301	-
Accumulated Depreciation	(35,479)	(35,271)	(208)
<u>Net Fixed Assets</u>	<u>\$68,184</u>	<u>62,047</u>	<u>6,137</u>
<i>Other Assets</i>	3,656	3,815	(159)
<u>Total Assets</u>	<u>\$501,186</u>	<u>\$328,218</u>	<u>\$172,968</u>

<i>Current Liabilities</i>			
Accounts Payable	\$54,953	\$25,956	\$28,997
Accounts Receivable Line of Credit			-
Note Payable	48,711	48,711	-
Deferred Revenue	79,235	79,253	(18)
Accrued Income Taxes	118,580	41,273	77,307
<u>Total Current Liabilities</u>	<u>301,479</u>	<u>195,193</u>	<u>106,286</u>

<i>Shareholders' Equity:</i>			
Paid in Capital	25,000	25,000	-
Current Year Income (Loss)	143,158	61,909	81,249
Retained Earnings (Deficit)	31,549	46,116	(14,567)
<u>Total Equity</u>	<u>199,707</u>	<u>133,025</u>	<u>66,682</u>

<u>Total Liabilities & Equity</u>	<u>\$501,186</u>	<u>\$328,218</u>	<u>\$172,968</u>
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FY 1995 Headcount Forecast

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95
Marketing & Sales												
VP Sales & Mrktg	1	1	1	1	1	1	1	1	1	1	1	1
Sales Assistant	1	1	1	1	1	1	1	1	1	1	1	1
VAR Mgr				1	1	1	1	1	1	1	1	1
Product Mktng Mgr							1	1	1	1	1	1
Telesales Rep		1	1	1	1	1	2	2	2	2	2	2
Federal Sales								1	1	1	1	1
Online Sales Rep				1	1	1	1	1	1	1	1	1
Marketing & Sales Total	2	3	3	5	5	5	7	8	8	8	8	8
Production Services												
VP Publisihing	1	1	1	1	1	1	1	1	1	1	1	1
Account Mgr						1	1	1	1	1	1	1
Systems Admin				1	1	1	1	1	1	1	1	1
Engineer	1	1	1	1	1	1	1	1	1	1	1	1
Engineer/designer				1	1	1	1	1	1	1	1	1
Information Architect					1	1	1	1	1	1	1	1
Production Services Total	2	2	2	4	5	6	6	6	6	6	6	6
Development												
VP Development						1	1	1	1	1	1	1
Senior Engineer	1	1	1	2	2	2	2	2	2	2	2	2
Engineer	3	3	3	4	7	7	7	7	7	7	7	7
Development Total	4	4	4	6	9	10	10	10	10	10	10	10
Administration												
President	1	1	1	1	1	1	1	1	1	1	1	1
COO								1	1	1	1	1
Exec. Assistant	1	1	1	1	1	1	1	1	1	1	1	1
Office Manager	1	1	1	1	1	1	1	1	1	1	1	1
Accountant					1	1	1	1	1	1	1	1
Administration Total	3	3	3	3	4	4	4	5	5	5	5	5
Company Total	11	12	12	18	23	25	27	29	29	29	29	29

9/15/94		Revenue Forecast						
Source	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Totals
								-
Booking/billing Jul	189,062							189,062
Booking/billing Aug		178,750	10,000					188,750
Booking/billing Sept			315,000					315,000
								-
Contracts:								-
Dow Jones		-	-	5,000	5,000	5,000		15,000
AOL					50,000			50,000
CMP				13,200	25,000	34,400		72,600
DTIC				25,000				25,000
DTIC				80,000				80,000
Fulcrum						100,000	50,000	150,000
Conquest			5,000			5,000		10,000
								-
Total "Firm"	189,062	178,750	330,000	123,200	80,000	144,400	50,000	1,095,412
								-
Federal Forecast			115,000	43,000				158,000.00
Commercial Forecast			65,000	168,000	26,000			259,000.00
Production Services:								-
Reuters			60,000				50,000	110,000.00
Moody's						60,000		60,000.00
								-
Total Bottoms Up	189,062	178,750	570,000	334,200	106,000	204,400	100,000	1,682,412
Additional Unidentified					50,000	100,000	100,000	250,000
Total Forecast	189,062	178,750	570,000	334,200	156,000	304,400	200,000	1,932,412